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Volume 3, Issue 4

March—April, 2002

MASBO NEWSLETTER

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MUCH ADO ABOUT LOTS OF THINGS

There is so much going on throughout our profession that it is difficult to focus on just one thing, so I won't.

The budget preparations for FY03 have to be paramount on everyone's minds. Conflicting information from the Governor's Office and from the Legislature certainly confuse the issues facing both the schools and their municipalities. Now more than ever we need cooperation between officials on both sides in order to fund what is needed for the education of our stu-

dents consistent with the needs and financial resources of the municipality. It is incumbent on school business managers to be able to explain the budget and the deliberations that led to its submission. At the same time we must be looking at the overall operation for potential savings and be able to explain the consequences of additional funding cuts. It might be necessary to prepare several proposals to

depict what will happen at various funding levels. Be honest in proposing potential reductions and the impact they will have.



I have never found scare tactics to be effective. Credibility is very important in times of such financial uncertainty. Good Luck!!!!

Bob Hamel and I are working closely with Maureen Chew of the De-

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State Treasurer Shannon P. O'Brien to be Trade Show Guest Speaker

On November 3, 1998, Shannon P. O'Brien became the first woman ever elected Treasurer and Receiver General of Massachusetts. She is also the first woman in Massachusetts ever elected to a statewide office in her own right.

A native of Easthampton, Massachusetts, Shannon demonstrated leadership at an early age, serving as captain of the Yale women's soccer team while studying for her undergraduate degree. After graduating from Yale,

she went on to earn a law degree from Boston University.

In November of 1986, Shannon was elected to the House of Representatives, becoming the youngest member of the Massachusetts Legisla-



Continued page 2

Shannon P. O'Brien Continued

ture. For six years in the House and two in the Senate, Shannon devoted herself to many issues important to Massachusetts families. She helped create new jobs through an investment tax credit, and worked to lower health insurance costs for cities and towns. She passed a whistle-blower bill to prevent waste and fraud in state government, fought to control water and sewer rates, and wrote the law that stiffened penalties for child abuse and neglect.

In 1999, just weeks after being sworn in as Treasurer, Shannon helped uncover one of the largest public corruption scandals in state history, involving the theft of nearly \$10 million from the Treasury between 1992 and 1998. She earned praise for her handling of the scandal, which included cleaning up the mess, implementing new procedures, and restoring public confidence.

Shannon also initiated the first independent audit in the 30-year history of the state Lottery, and completely overhauled operations there. Her efforts have resulted in a more efficient and effective agency, and have ensured the integrity of the Lottery's games. Cities and towns have benefited from record amounts of unrestricted local aid for important services like schools, fire and police.

An advocate of fiscal responsibility, Shannon implemented innovative financing plans to restructure the state's debt, which have thus far saved \$146 million of taxpayer money that otherwise would have gone to pay interest

costs. She has repeatedly fought against efforts to raid the state's \$30 billion pension fund because she believes it is irresponsible to pass today's costs onto a future generation of taxpayers. She also blew the whistle on the Big Dig cost overruns and saved taxpayers \$200 million through resourceful implementation of the state's bailout plan.

During Shannon's active first term as Treasurer, she has implemented a number of new programs that have made a real difference in the lives of the people of Massachusetts. A *Boston Globe* article noted that "O'Brien is seeking to expand her job, styling herself as an aggressive consumer advocate." Among her most notable initiatives:

- She helped create the .



agreements from the state's biggest banks to lower their ATM fees and significantly increase the number of surcharge-free ATMs.

- She developed the Home front Financial Security Program, an initiative designed to provide financial assistance to Massachusetts Reservists and National Guard members called up to active duty in the wake of the September 11th terrorist attacks.

News organizations across the Commonwealth have recognized Shannon's hard work and impressive results. The *Boston Herald* declared that "Shannon O'Brien has filled the job of state treasurer with energy and competence." The

An advocate of fiscal responsibility, Shannon implemented innovative financing plans to restructure the state's debt



- She developed The Fund, a college savings investment program, to help families meet the ever-growing cost of a college education. Nearly 40,000 families have already taken advantage of the U. Fund.
- She developed The Money Conference for Women, a series of free seminars conducted in partnership with the YWCAs of Massachusetts that teach money management, investing, and retirement planning.
- She stood up for consumers by winning

Berkshire Eagle editorialized that "Treasurer Shannon O'Brien's stewardship of public funds has been exemplary." And the *Brockton Enterprise* concurred, writing that Shannon "is aggressively putting the Treasury in order and has her priorities straight. She seems to realize that she serves the people of Massachusetts first, the government bureaucracy second. . . . Every step she has taken so far has been in the right direction."

Currently a leading candidate for Governor, Shannon resides in Whitman with her husband Emmet Hayes, his daughter, Jill, and their daughter, Regan.

ANNUAL LAW INSTITUTE with ATTORNEY
DIANA GONDEK APRIL 24, 2002
RADISSON MILFORD, MA



NIGP GETS READY FOR PURCHASING MONTH

March Is Slated for a Month-Long Celebration!

The National Institute of Governmental Purchasing (NIGP) works year around to provide services that promote the extraordinary value of public procurement to government officials, students and the public. Over the past 55 years, the public procurement profession has witnessed unparalleled growth in education, training, certification, and ethics - and NIGP has hopefully contributed to that growth through a constant review of new products, benefits and services that will further enhance this profession.

Since the month of March is traditionally set aside to reflect on the accomplishments of the past and the visions for the future, the Institute encourages each public procurement buyer and manager to celebrate "Purchasing Month" during March 2002!

All public buyers and managers are strongly encouraged to take a proactive position to further the awareness of public procurement and materials management to government officials, the general public, business and corporate leaders, academia and the media

by proclaiming March as the month to recognize the purchasing profession. NIGP members and Chapters should take this opportunity to plan and implement Purchasing Month activities in their respective area - involving their departments, agencies and communities to the fullest extent possible.

To support member and chapter efforts, the Institute has provided a special Events section within the NIGP Website where Purchasing Month information and promotional resource information can be obtained. Please visit this site at <http://www.nigp.org/events/SpecialEvents.htm>. Additionally, Members and Chapters are encouraged to share their Purchasing Month activities with the NIGP family by contacting Ms. Cyndi Cooksey at (800)FOR-NIGP x232 or ccooksey@nigp.org.

All efforts are relevant to making "Purchasing Month" a major celebration of professionalism and accomplishment this March!

REMINDER!!!! ANNUAL INSTITUTE REGISTRATION

Remember, you must register with the MASBO Office if you intend to attend the Annual Institute May 15, 16 and 17, 2002, at the Ocean Edge Resort, regardless of whether you have registered with the hotel. Be sure to indicate your first, second and third choice of **day and session** for the Technology Sessions, if you wish to participate. Please return the registration forms to the MASBO Office via mail or fax by May 1, 2002, with the necessary purchase order, if required.



FROM THE DESK OF YOUR EXECUTIVE DIRECTOR **DONALD D. JOHNSON**



Budgeting for Fiscal 2003

With the budgeting process for fiscal year 2003 in full swing, districts are attempting to chart a path to the future in uncertain times. This past week many superintendents and school business administrators received letters from their state representatives challenging the assumptions of the Governor's Budget and predicting 10% reductions in aid for next year. What the allocations for school aid for fiscal year 2003 is certainly unclear at this time and probably will remain so for many more months. It would appear to me that school business officials need to budget conservatively, research district labor contracts to understand "reduction

in force" articles, and be prepared to offer cost saving and revenue options. It is important to explain to state and local officials the implications of proposed financial resources. School business officials must offer factual, concise explanations of impact of financial proposals being considered. The stress of making the best decisions for the students of a district, require close cooperation and consultation with local municipal officials. Good luck with the process.

Regional School District Treasurer Position

A new law Chapter 6 of the Acts of 2002, approved January 17,

2002 **prohibits a school business administrator from holding the office of treasurer or assistant treasurer** of a regional school district. Regional school business managers should review this legislation and consult with district counsel relative to implementation.

ASBO 2002 Leadership Conference

Your President-Elect Joel Lovering, several MASBO members and myself will be attending the ASBO International's Leadership Conference in Phoenix, AZ on February 14 and 16, 2002. The program includes presentations of "Professional Standards and Certification". "Volunteer Manage-

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“Call to Action to Prevent and Decrease Overweight and Obesity”

The U.S. Surgeon General recently released an alarming “Call to Action to Prevent and Decrease Overweight and Obesity”. The report should be a wake up call to all concerned parents, teachers, school administrators and community activists. It points out that 13 % of children and 14 % of adolescents are overweight or obese. Young people who are overweight are more

this problem? The answer seems simple: teach kids to eat healthier foods and encourage them to exercise more. But public health advocates know that in order for positive change to happen on an individual level, the surroundings in which people study, live, play and work, must support those changes. So, while it’s great to teach the facts about eating your daily five fruits and vegetables, and get-

day.

To be effective, changes should be gradual. We can start by replacing just *half* the high-sugar and/or high-fat offerings in vending machines with healthier snacks and drinks, at prices lower than candy and soda. (This way, the much-needed revenue that comes from vending machines would be less compromised.) We can encourage teachers to offer healthier rewards in classrooms, and find non-food items to sell for fundraisers. We can offer more opportunities for daily physical activity. For more ideas, hold a community forum for your school and ask parents, teachers, children and administrators for their creative ideas on how to make sure the school gives out the *right* message: that we care about our children’s health and well-being.

The Massachusetts Public Health Association, along with the MA Department of Public Health, the Harvard Prevention Research Center and the State Children’s Legislative Caucus, is launching a “healthy foods week” campaign soon. We would also be happy to come and talk with your school about these issues. To find out more, and about how your school can participate, please call Roberta Friedman, Program Manager, at 617-524-6696 x 103 or email her at rfriedman@mphaweb.org.

Teens have doubled their consumption of soft drinks over the past 20 years--they are now drinking twice as much soda as milk

likely than not to carry that weight into adulthood. And there is a long list of serious illnesses associated with overweight in children. It includes Type 2 diabetes (which used to be called “adult onset diabetes” but is now the fastest growing childhood disease in the U.S.), heart disease, stroke, high blood pressure, asthma, and a host of psychological problems including depression, low self-esteem and having a distorted body image. The consequences of overweight and obesity cost our nation an estimated 117 billion dollars a year in health care costs (2000 figure). Now, more than ever, we need to put our resources into the *prevention* of this problem, to improve our children’s health and to save lives.

ting 30 minutes of aerobic exercise every day, we broadcast very conflicting messages in the schools by also offering our children soda, candy and other high-fat snacks in vending machines, on a la carte lines, for fundraisers, and as rewards for good work or behavior. In addition, physical activity is increasingly being cut out of the school day.

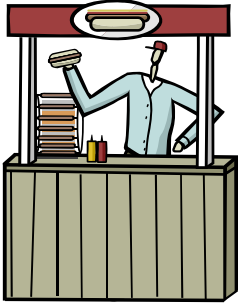
Consider soda: 65% of girls and 74% of boys drink soda daily. Teens have doubled their consumption of soft drinks over the past 20 years--they are now drinking twice as much soda as milk (and therefore missing out on calcium). Soda consumers get about *10 teaspoons* of sugar for each 12 oz can of soda they drink. And studies show that the odds of becoming obese greatly increase for every additional soda consumed each

How should we begin to tackle



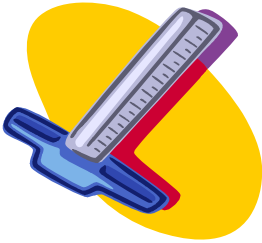
MASBO’s Membership enjoying the presentations at the February 5, 2002 Bi-Monthly!!

MASBO'S Annual Trade Show will be held on March 19, 2002 at Lantana's in Randolph.



As always, this is our annual get together for previews of various vendors and their products. This years trade show will also be enhanced by the addition of meetings for professional development. Come and visit the exhibits and earn some valuable PDPs. Hope to see you there!

What ever happened to the slide rule?



After 30 years of service in education I had an opportunity to review some new equipment for use in the classroom, specifically an item called a smartboard. I used this relatively new item and a power point presentation to introduce the School Committee to the requested FY03 Budget. I also wanted to show them how technology can be used to help educate in the classrooms of the new millennium. When the meeting was over, I began to think of the changes that have occurred in the classroom.

When I started teaching, students were not allowed the use of adding machines in accounting classes. Students who wished to learn how to use them had to take the Office Procedures class. There they were taught not only how to use adding machines, but how to use duplicating machines, mimeograph machines, as well as filing procedures and general office practices. In order to differentiate between dittos and mimeos, you were asked, "Do you want blue copies or black?" I remember students smelling the paper for the alcohol odor when they were passed copies of a test that had just been "reproduced". Not Xeroxed.

For the students who chose the business curriculum in high school, they would be taught Typing I, II and III with speed levels to achieve a passing grade. The same was for Shorthand I, II and III. Students who passed these classes were well prepared to enter the business world as secretaries. Today everyone has learned his or her own way of "Keyboarding". We taught record keeping and business math for those students who needed assistance in basic life skills. Bookkeeping and Accounting were for the advanced business student. All of these students were not allowed any help in their math skills except routine review of the math tables. It was not until the late 70's before they were allowed to use the adding machine in class; but by then there was this new item called a calculator being introduced. This new device was used to replace the adding machine and it was so good that the science and math departments could even replace their slide rules.

As the 70's became the 80's there was a new company called Apple providing a wonderful new device to school districts called a computer that could do even more than the calculator. Big Businesses had IBMs to crunch their numbers and schools saw the Apple IIe as the latest innovation in the classroom. This new device would provide extra rote work and review material to help those students who needed

extra attention. The programs it could run and the help it gave the teacher began the process of Computer Assisted Instruction (CAI). Thus a whole new era was introduced to the educational classroom. Computer education was here to stay.

Today we have guidelines on how many students per computer, how many computers per classroom, the number of technicians to service those machines, LANs and WANs, servers, hubs and routers. To keep up with the latest technological needs of a school system a whole new department had to be created.

In the old days you came to school with your pencil and lunch. Today students can come to school with pagers, cell phones, palm pilots, cd players, and game-boys, not to mention the colleges who require students to have their own computers. Our homes have digital phones, radios, TVs and DVD players and surround sound movies. The new computer age has opened up the Internet world and students can now surf the wide world web (WWW) for information and assistance on any subject. E-mail and "You've got mail!" are now familiar phrases to every household. Speaking of which, I just got IMed. So I guess I will go back in my rumpus room, not family room, and listen to my eight tracks, and pine over my lost Hi-Fi and its 45's.

From the Executive Director Continued from page 3

ment", ASBO committee meetings, Affiliate Executive Directors Professional Development, and meetings with ASBO Board of Directors.

Annual Trade Show

March 19, 2002 - Lantana - Randolph MA - 8:30 A.M. to 2:00 P.M. Over 100 vendors have signed up to display their goods and services at this meeting. In addition, two new sessions have been added to provide additional PDP hours. Plan on bringing your support staff to understand the products and services that are available. Participation in this show also supports MASBO, Inc. vendor affiliates.

Annual Law Institute

April 24, 2002 - Radisson Hotel Milford, MA - 8:30 A.M. to 2:30 P.M.

This is a one-day institute focusing on labor negotiations and contract law. Join MASBO Attorney Diana Gondek and other MASBO members in understanding negotiations. Plans include the distribution of a useful reference book on the art of negotiations.

Annual Institute

May 15-17, 2002 - Ocean Edge Resort, Brewster, MA
Initial registration information material has been mailed. It is also available online at www.masbo.org. If you are

planning on staying at Ocean Edge Resort it is important to have your room registrations submitted before April 2, 2002. President-Elect Joel Lovering and the Institute committee have put together a fine program offering several options. When registering for the conference be sure to follow the directions on the form and tell us your preferences on technology sessions and what day you would like to attend. Technology sessions are limited. Your final registration package, which will be provided at the conference, will indicate your assigned sessions. I look forward to seeing you in Brewster.

Donald D. Johnson
Executive Director



Presidents Message Continued from Page 1

partment of Education relative to the ETIS process. As you know, ETIS has been extended through the end of FY03. We are looking at ways to continue the ETIS concept beyond that date with the possibility of MASBO being a major player in the process.

There are legal issues being researched by MASBO's attorney, Diana Gondek, relative to contracts and student activity fund procedures. We will let you know more as these are resolved.

Looking ahead, we have the Trade Show, the Law Institute and the Annual Institute coming up. Each has something different to offer this year. The Trade Show will have presentations being made separate from the vendor displays. You will be able to attend the presentations as

well as take full advantage of the vendor exhibits. The Law Institute is going to focus on labor negotiations. It will be a hands-on session

Now is the time that we need our members to step forward and get involved officially. I encourage you to consider running for the Board of Directors. John Souza, President MASBO

complete with negotiating teams. At the Annual Institute, there will be a computer lab set up and sessions offered in using Excel, Powerpoint, Quicken and other useful applications. The lab will be open concurrent with the normal program of speakers and presenters.

I have been preaching Get Connected-Get Involved this year. Now is the time that we need our members to step forward and get involved officially. I encourage you

to consider running for the Board of Directors. It requires a commitment on your part and the support of your district. The satisfaction of representing your profession and your colleagues more than makes up for the time spent doing so. And don't minimize the impact you can have on your own school system by being in the forefront of changes being proposed, debated and enacted.

Good luck with all the issues you have on your plates. As always, your Officers and Board are available to help in any ways that we can. Let us know what we can do for you.

February 5, 2002 Bi-Monthly Speakers



Steve Grossman Addresses MASBO

MASBO extends sincere appreciation to Mr. Steve Grossman, candidate for Governor of Massachusetts and guest speaker at the February 5th bimonthly meeting.

Mr. Grossman, owner of a 4th generation family business, shared his insightful thoughts of what is needed on Beacon Hill during the fiscally tight days ahead. He focused on such issues as Ed Reform, School Construction and MCAS testing while appreciating the challenges

we all are facing. Mr. Grossman also stressed the importance of a leader who believes in executing a thoughtful, relevant and timely state budget. He discussed his ideas on utilizing every dollar and capitalizing on savings.

Mr. Grossman concluded that if elected, he would bring decisive leadership, high standards and accountability to the Governor's office.



Accountability is a word that all MASBO members are familiar with.

All-Star Luncheon Speakers

MASBO thanks Past President John F. Ryan from Tewksbury and State Representative James Miceli from the 20th Middlesex District for providing the All-Star Luncheon Speakers for events during the past three years. We have had a cycle of influential Massachusetts political leaders attending MASBO meetings. During the past three years, we have heard presentations from Acting Governor Jane Swift, Senate President Thomas Birmingham, House Speaker Thomas Finneran, Attorney General Thomas Reilly, Secretary of the Commonwealth William Francis Galvin, Joint Legislative Education Committee Co-chairman Robert Antonioni, and Steve Grossman, Democratic Candidate for Governor of Massachusetts.

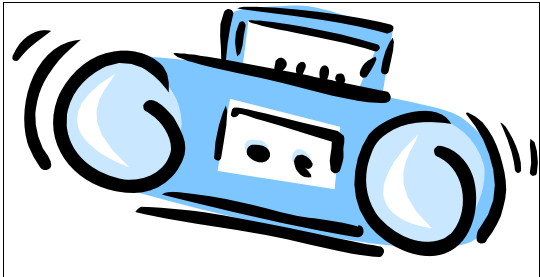
We thank John Ryan and Representative Miceli for their efforts to bring MASBO to the attention of our state's political leaders.

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**Our website is
MASBO.ORG**



**Let the good times roll at Ocean Edge Resort.
The 36th Annual MASBO Institute.
Come on down and join in the fun and activities.**

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Dates to Remember!

March 19	Annual Trade Show, Lantana, Randolph, MA
April 3	Possible 2nd Mentor ship Program TBA
April 24	Annual Law Institute, Radisson, Milford, MA
May 15-17	36th Annual Institute, Brewster, MA

